

## Sales Executive

### Quick Facts

Location	Stockholm
Employee Type	Permanent
Job Type	Sales, Marketing - Advertising - PR
Experience	Media (at least 1 year)
Starting date	2013-01-15

THE OPPORTUNITY: Inside Sales / Tele-Sales Executive – Monthly salary + Commission

### Student Competitions

- Challenge-driven Recruitment & Innovation -

Student Competitions are pioneers in the emerging field of challenge-driven recruitment and innovation. We use competitions to test and screen candidates as a part of the selection process for events, jobs, and educational programs. Our process is built on a conceptual funnel, where we bring large amounts of candidates into our contest process and subsequently rank them depending on skill level and ability.

### JOB DESCRIPTION

The role of Inside Sales / Tele-Sales Executive will be based in our Stockholm office. The role is an inside sales position consisting of outbound calls to generate new business as well as account maintenance. Suitable candidates will be responsible for the entire sales process from setting & running, to closing business, and ultimately managing their account base. Client has an extensive support structure for our sales staff including a marketing team and a global network of ambassadors.

### Additional Information

- Job Requirements for Inside Sales / Tele-Sales Executive:
- Outbound B2B sales calls
- Complete sales appointments over the phone per week
- Identify key decision makers responsible for hiring and recruitment inside companies
- Leads will both be provided and self-sourced

### Necessary Skills/Qualifications for Inside Sales / Tele-Sales Executive

- Ability to self-motivate – high sales performance environment
- 6 months previous experience in sales or account management with proven track record
- Strong critical thinking skills – ability to make decisions quickly
- Recruitment/Online ad sales experience is a plus, but not needed
- Working knowledge of Microsoft Office; particularly Excel and Power Point

### Benefits of Inside Sales / Tele-Sales Executive

- Performance based sales environment
- Professional Development – promotion from within - Field Sales
- Learning environment – sales methodology, business acumen, and more

### OUR BENEFITS

Employees earn competitive salaries with bonuses, and benefit from training, development and advancement opportunities. As a member of our team, you will have the opportunity to work with the biggest global brands and organizations. You will join a dynamic young team with very high aspirations.

### APPLICATION

Please apply as soon as possible, interviews are held ongoing. Apply by sending in CV and cover letter to Izabelle Posadas at [izabelle@studentcompetitions.com](mailto:izabelle@studentcompetitions.com) deadline for applications 2012-12-10. If you have questions about the application process or job specifics please contact [izabelle@studentcompetitions.com](mailto:izabelle@studentcompetitions.com).